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# OFFICE OF SMALL BUSINESS PROGRAMS

## SMALL BUSINESS SUCCESS STORY (KEYLOGIC)

### KEYLOGIC SYSTEMS KNOWS NASA IV&V

Since 1993, the NASA Independent Verification and Validation (IV&V) facility in Fairmont, West Virginia has been a part of an Agency-wide strategy to provide the highest achievable levels of software assurance for mission-critical software. In-house-partners and contractors come together with the purpose of providing valuable technical skills in a variety of efforts focused on software operations, dependability, and safety. KeyLogic Systems, now in its third year at the Fairmont facility, is one of the exceptional small businesses supporting NASA with these efforts.

Headquartered just a few miles down the road in Morgantown, West Virginia, KeyLogic and the KeyLogic IV&V team take their responsibilities very seriously. "The KeyLogic IV&V team is committed to providing the highest levels of customer service and work product possible to ensure that NASA's mission critical software will operate dependably and safely," said Eric Sylvania, the project lead on several IV&V efforts. "Our team of technical and management personnel has a singular, unified goal: mission success. Every effort is made by all KeyLogic personnel to ensure that mission success is achieved in everything we do, from building relationships with our customer, to management of projects, to analysis of mission-critical software."

The KeyLogic IV&V team is part of the KeyLogic Portfolio and Performance Management business unit, under the direction of KeyLogic Vice President Glenn Copen. Mr. Copen says, "Our approach to exceeding customer expectations is based on hiring quality personnel, and in the case of our IV&V team, we have certainly been successful."



Since 2005, KeyLogic has provided support on nine IV&V efforts as a small business partner to Northrop Grumman. KeyLogic is a Federal services contractor specializing in systems design and engineering, program management, IV&V, and Earned Value Management Systems (EVMS). "Northrop Grumman has been a great partner and mentor and has allowed KeyLogic's IV&V team to really spread their wings" said Jon Hammock, President and CEO of KeyLogic Systems. Mr. Hammock adds, "Northrop Grumman and the KeyLogic IV&V team work in a very technically charged world and consequently they take their jobs very seriously. The result is a focused, driven team of personnel, striving for the goal of mission success."

KeyLogic's team currently supports work on the Orion Crew Vehicle, the Gamma-ray Large Area Space Telescope (GLAST), the Solar Dynamics Observatory (SDO), the Lunar Reconnaissance Orbiter (LRO), and the Mars Science Laboratory (MSL). Past projects include the Time History of Events and

Macroscale Interactions during Substorms (THEMIS) and the Phoenix Mars Lander. The team provides management and expert technical services throughout all phases of the software development lifecycle.

KeyLogic has received frequent praise for its efforts and several Peer Awards. While discussing the completion of the IV&V effort in advance of the Mission Readiness Review (MRR), GLAST Software Systems lead Erik Andrews said, "We have been successful in reaching this significant milestone due to the continued hard work of Eric Sylvania and his team at KeyLogic and NGIT. They've worked with the project through a very dynamic environment, adapting to schedule and priority changes, particularly during the last 18 months of the development cycle. This has been no small feat, to plan, schedule, and execute in this sometimes chaotic environment. And then, in the end, when we needed a surge of support to address a good number of outstanding items, the staff, dedication, and hours were there to make it happen."

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## SBS SPOTLIGHT



**CHERYL HARRISON** was born and raised in Houston, Texas and attended Worthing High School and Texas Southern University where she received her bachelor of science degree in basic business education. Because she was undecided about a major she applied for the Cooperative Education Program, and was accepted. Cheryl started her first assignment at NASA in September of 1974. During Cheryl's co-op tours

she was assigned to work in procurement. Her first assignments were contract close out, and small purchases. After several co-op tours she was given an award fee requirement, and chose to work on a source evaluation board.

After working in procurement for 25 years, Cheryl decided that she wanted to experience working in a new division of NASA. She attended a NASA open house and spoke with Billy Jefferson who worked in the Industry Assistance Office; she inquired about his job assignment and informed

him that she would be interested in working in the Industry Assistance Office if a position came open. Several months passed and Cheryl was contacted about a small business specialist position in the Industry Assistance Office. She met with Mrs. Debra Johnson and told her that she was interested in the position on a detailed assignment, which later became permanent.

Cheryl's favorite part of being a small business specialist is counseling small business owners. She provides information on how to do business with NASA and the Agency's prime contractors, reviews their Web sites, answers questions they may have, and provides solutions and suggestions on how to improve their business. Knowing she can help someone achieve their dream of seeing their business grow is a great feeling for Cheryl.

Cheryl believes that one of the biggest issues facing a lot of the newer small businesses is that they are not financially stable to last long, since most of them do not receive contracts right away. Most small businesses do not do their homework to find out what their potential customer's needs are, and most of them do not have a niche. All of these things individually and collectively make it difficult for small businesses to compete.

## NEW OSBP EMPLOYEE

OSBP is pleased to welcome **NAEEMAH LEE**, a civil servant who recently joined the team as the Executive Assistant to Mr. Glenn A. Delgado. Naeemah's primary focus will be providing administrative support to Mr. Delgado and his organization and will serve as the point of contact for related questions and information. She will also be the point of contact for information technology and personnel actions. Naeemah has five years experience working for high-level officials throughout her career at NASA. Naeemah came from NASA's Office of External Relations, where she spent two years supporting two international divisions and assisted in guest operations for Shuttle launches.

To contact Naeemah call (202) 358-2088 or email her at [Naeemah.a.lee@nasa.gov](mailto:Naeemah.a.lee@nasa.gov).



## AA's CORNER

On March 25, 2008, I received notification from the Director for Government Contracting, U.S. Small Business Administration (SBA), that NASA received a "GREEN" rating for the Agency's progress on the fiscal year (FY) 2008 Small Business Procurement Scorecard. SBA stated, "your Agency scored 100 percent on all of the nine evaluation measures. We applaud the Department's strong efforts and accomplishments, and in addition, your Agency has shown unprecedented commitment to increasing small business contracting opportunities."

I cannot begin to explain how proud I am to be associated with NASA and work with the Centers' Small Business Specialists and the many people throughout the Agency that have supported NASA's Small Business Program. I want to personally thank each and every person involved in this unprecedented accomplishment.

On June 10 & 11, 2008 representatives from NASA's Small Business Program, Procurement organization, technical community, and Mission Directorates will meet to develop the Agency's FY 2009 Small Business Improvement Plan (SBIP). Our FY 2008 SBIP has proved to be instrumental in the Agency's achieving its "Green" status. We plan to build on our success as we develop our FY 2009 SBIP initiatives, in order to ensure that the Agency's Small Business Program remains "Green."

Again, I want to thank NASA's senior management for the support and resources provided and all the people throughout the Agency who support the NASA Small Business Program. Thanks, too, to our prime partners whose efforts contribute to our success.

### GLENN A. DELGADO

ASSISTANT ADMINISTRATOR

NASA OFFICE OF SMALL BUSINESS PROGRAMS



# SMALL BUSINESS GRAMS

## JPL Wins Award From U.S. Small Business Administration



The U.S. Small Business Administration has named NASA's Jet Propulsion Laboratory in Pasadena, California, as the winner of its 2008 Dwight D. Eisenhower Award for Excellence in the research and development category. The award recognizes large prime contractors who excel in using small businesses as suppliers and subcontractors.

This is the third time JPL has received this prestigious award, which is an unprecedented honor: only two percent of Eisenhower Award winners have earned it at least twice. The Lab also received the award in 1996 and 2003.

The Small Business Administration evaluated JPL on the effectiveness of its supplier-diversity program and management's commitment to small business utilization. JPL has led an aggressive supplier-diversity program to give small businesses the maximum opportunity to compete for contracts. The JPL program helps small businesses owned by veterans, women, and minorities. It is managed by JPL's Business Opportunities Office, which aims to increase the number of procurements and dollars awarded to such small businesses each year.

JPL Acquisition Division Manager Karl Bird accepted the award on behalf of JPL at the Small Business Administration's National Small Business Week celebration in Washington, D.C., April 21–25. Since 1963, every president has declared National Small Business Week to formally recognize the important role of America's small business community. During the weeklong celebration, **(continued on page 4)**



## NASA MENTOR-PROTÉGÉ PROGRAM UPDATE

The NASA Mentor-Protégé Program is poised and ready to help launch small businesses to the next level. The Mentor-Protégé Program has been designed to encourage NASA prime contractors to assist eligible protégés in enhancing their capabilities, which helps them to perform on NASA contracts and subcontracts and foster the establishment of long-term business relationships between these entities and NASA prime contractors. The update of the NASA FAR Supplement is under final review, and once its approved will introduce the Award Fee Pilot Program and an expanded protégé eligibility base. Together with the streamlined process and procedures already in place, this program will be even stronger and more effective.

The new NASA FAR Supplement primarily changes two major aspects of the program. The first is the expansion of the protégé eligibility base to include all of the following categories:

- **Certified Small Disadvantaged Businesses (SDB)**
- **Women-Owned Small Businesses (WOSB)**
- **Historically Black Colleges and Universities (HBCU)**
- **Minority Institutions of Higher Education (MI)**
- **Veteran-Owned Small Businesses (VOSB)**
- **Service-Disabled Veteran-Owned Small Businesses (SDVOSB)**
- **Historically Underutilized Business Zone (HUBZone) Concerns**
- **NASA SBIR Phase II Companies**

The participation of these types of businesses and minority institutions in the program will greatly increase their participation with the prime contractor community and NASA as a whole, and help to create a qualified small business subcontracting base.

The second major change, the introduction of the Award Fee Pilot Program, is something unique to the NASA Mentor-Protégé Program. Mentors that participate in this pilot will be eligible to receive an award fee at the end of their agreement, based upon the quality of the developmental assistance provided to a NASA SBIR Phase II company. The award fee pool will be separate from any other pool, and set aside specifically for efforts under the Mentor-Protégé Program.

In the meantime, any potential mentors that would like to establish their initial eligibility in the program should submit their mentor application to NASA OSBP. Once approved, a mentor may pursue agreements with eligible protégés. The success of this program depends upon the participation of large and small businesses, and we welcome your commitment and enthusiasm.

NASA OSBP is expecting the NASA FAR Supplement 1819.72 to be in effect by mid-summer. Please continue to check our Web site for relevant status updates at [www.osbp.nasa.gov](http://www.osbp.nasa.gov).

**If you have any questions regarding the program, please call Tracy Slagle at 202-358-2193.**

# IMPORTANT DATES TO REMEMBER

## JPL Wins Award (continued from page 3)

JPL representatives and other award winners will interact with top Agency officials, congressional representatives, and national business leaders.

For more information on the JPL Business Opportunities Office and its Supplier-Diversity Program, visit: <http://acquisition.jpl.nasa.gov/boo>.

For more information on the Eisenhower Award and National Small Business Week 2008, visit: <http://www.sba.gov/sbw>.

**Media Contact:** Rhea R. Borja at 818-354-0850  
Jet Propulsion Laboratory, Pasadena, California  
[Rhea.R.Borja@jpl.nasa.gov](mailto:Rhea.R.Borja@jpl.nasa.gov)

## NASA FY 2009 Small Business Improvement Plan Meeting & NASA SBS Council Meetings

Marshall Space Flight Center  
June 9–12, 2008

## 4th Annual National Veteran Small Business Conference and Expo

July 7–10, 2008

Caesars Palace, Las Vegas, Nevada

Web site: <http://www.nationalveteransconference.com/>

## 2008 MED Week

September 3–5, 2008

Web site: <http://www.medweek.gov/>

## Kennedy Space Center Expo 2008

October 21, 2008 (Tentative)

## NASA SBS Council Meeting at KSC

October 22–23, 2008

## 2008 NASA Small Business Symposium & Awards Ceremony

November 17–18, 2008

Washington, DC

Contact: Truphelia M. Parker, NASA HQ at (202) 358-1820  
or Mary Helen Ruiz, JPL at (818) 354-7532

**For more OSBP calendar dates, visit our Web site at <http://www.osbp.nasa.gov/>.**

## Small Business Success Story (KeyLogic) (continued from page 1)

Going above the call of duty is another capability of KeyLogic's IV&V team and they do it frequently. A member on the IEEE 1012 Working Group, the team has authored several research papers, attended industry workshops and symposiums, and they are active in outreach activities for the NASA IV&V facility by supporting fund-raising for holiday charities and Muscular Dystrophy.

"The IV&V team has been extraordinary in building long-lasting customer relationships resulting in continued requests for IV&V management and technical skills" said Ben Rowland, Director of Business Development at KeyLogic. "This is the kind of team that will be called upon to expand their services inside and outside of NASA."

## TO SUBMIT AN ARTICLE:

THE OFFICE OF SMALL BUSINESS PROGRAMS (OSBP) NEWSLETTER IS THE QUARTERLY ELECTRONIC PUBLICATION OF THE NASA OSBP.

OSBP welcomes articles and opinion pieces that are directed to advocates of small businesses. These articles are printed as space is available and should be approximately 750-1,000 words in length. Articles that were printed elsewhere cannot be reprinted in the OSBP Newsletter without written permission from the original printing source.

Do you have a small business success story that could inspire small business collaboration and advocacy? If so, tell us about it. Send your "success story" to [smallbusiness@nasa.gov](mailto:smallbusiness@nasa.gov).

## OSBP WEBSITE:

The improved NASA Office of Small Business Programs Web site is up and proving successful in helping individuals and companies to navigate small business policy, procedure, and best practices at NASA.

The purpose of the Web site, [www.osbp.nasa.gov](http://www.osbp.nasa.gov), is to share the vision of the small business program at NASA, as well as provide pertinent information on how to do business with NASA.

## SUCCESS STORY SUBMISSION SCHEDULE:

DEADLINE	PUBLISHED
January 31st	March
April 30th	June
July 31st	September
October 31st	December

## THE OSBP STAFF:

THE OSBP OFFICE IS A TEAM OF EIGHT STAFF MEMBERS COMMITTED TO PROVIDING EXCELLENCE IN SERVICE AND INFORMATION TO THE SMALL BUSINESS COMMUNITY.

### GLENN A. DELGADO

Assistant Administrator

### ELEANOR N. CHIOGIOJI

Program Manager

### DAVID B. GROVE

Program Manager

### NAEEMAH A. LEE

Executive Assistant

### SHIRLEY PEREZ

Program Analyst

### TRUPHELIA M. PARKER

Scheduler (Contractor)

### TABI TEPFER

Program Analyst (Contractor)

### TRACY SLAGLE

Program Analyst (Contractor)

## FY08 NASA Agency Small Business Prime Goals vs Actual Percentages

AS OF MARCH 31, 2008

CATEGORY	GOAL	ACTUAL	DOLLARS
Small Business	15.35%	12.83%	\$ 892,671,985
Small Disadvantaged Business	5.00%	6.37%	\$ 443,018,852
Historically Underutilized Business Zone Concern	3.00%	0.54%	\$ 37,603,350
Woman-Owned Small Business	5.00%	2.13%	\$ 148,107,873
Service-Disabled Veteran-Owned Small Business	3.00%	1.10%	\$ 76,404,054

FY08 data was generated April 10, 2008 from FPDS-NG.